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Message Text

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43
ACTION EB-11

INFO OCT-01 CIAE-00 COME-00 DODE-00 NSAE-00 RSC-01 TRSE-00

EUR-25 AEC-11 ISO-00 MC-02 DRC-01 /052 W
---------- 012370
R 041219Z OCT 73
FM AMCONSUL FRANKFURT
TO SECSTATE WASHDC 5560
INFO USMISSION BERLIN
AMEMBASSY BONN
AMCONSUL DUESSELDORF
AMEMBASSY MOSCOW
AMCONSUL STUTTGART

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EXCON FOR COMMERCE

E.O. 11652: N/A
TAGS: ESTC, GW, GE, UR
SUBJECT: PETER LORENZ/TELEX GMBH

1. TLEX (SCHMIDT) STATES OCTOBER 3 SITUATION IN FLUX WITH NEW REPORTS CHANGING PICTURE HOURLY. LORENZ STILL REFUSING TO PAY BACK BILLS OWED BY TELDATA AND SCHMIDT FEELS TELEX WILL MOST LIKELT BE FORCED TO CANCEL AGREEMENT AND REPOSSESS EQUIPMENT NEXT WEEK.

2. SCHMIDT STILL NOT AWARE 360/40 SYSTEM TO REMAIN GERLINGEN. IF SO, OPINES THAT LORENZ COULD WANT TELEX PERIPHERALS AT SCHWANN FOR USE WITH SCHWAHN OR SOVIET R-20 CPU(READ SERIES). (SEE FRANKFURT 5796) BELIEF LATTER POSSIBLITY DUE TO COMMENTS HEARD AT LEIPZIG FAIR THAT A COUPLE OF R-20 MODELS BEING EXPORTED TO WEST AND THAT WESTERN TECHNICIANS TO OPERATE BEING TRAINED AT KIEV, PLUS INTIMATIONS BY LORENZ HIMSELF.

3. SCHMIDT CONTINUES BELIEVE LORENZ ATTEMPTING SELL 360/40 (SEE FRANKFURT 6211). CITES PHONE CALL OCT 3 FROM PROSPECTIVE
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CLIENT GES. FUER AUTOMATION (GAF), HAGEN, WHO BACKED OUT OF DEAL

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WITH TELEX, SAYING HE COULD GET CPU CHEAPER FROM "DOWN SOUTH". SCHMIDT INTERPRETS THIS TO MEAN LORENZ, ESPECIALLY SINCE NO ONE ELSE KNOWN TO HAVE USED CPU ON THE MARKET.

4. TELEX PERIPHERALS ALLEGEDLY ARE COMPATIBLE WITH READ SERIES, ALTHOUGH PLUGS MUST BE CHANGED.

5. TELEX SENDING REQUEST TO OEC FOR PERMISSION TEMPORARY EXPORT SOFTWARE TO DDR TO TEST FOR COMPATIBILITY WITH E GERMAN R-21 CPU. ALLEGEDLY UNIT COMPETITIVE TO SOVIET R-20 MODEL, BUT BETTER. SEES R-21 SALES POTENIAL IN WEST MUCH GREATER THAN SOVIET R-20. CURRENT DDR POLICY NOT TO SHIP R-21 WITHOUT FIRM PURCHASE ORDER, EXCEPT FOR EXHIBITIONS. HARLAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
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Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 04 OCT 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Page Count: 2
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Review Authority: golinofr
Review Comment: n/a
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Review Event:
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Secure: OPEN
Status: NATIVE
Subject: PETER LORENZ/TELEX GMBH
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